

# HALINCO Hi-LIGHTS

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Licensed to Manufacture.... When Mr. Hallikainen started the company in January of 1952, there were several possible lines along which the company might develop. Not knowing which possibility would prove the best, he waited and called the plays as the opportunities arose. At first, he did individual consulting for oil refineries and petrochemical plants and built instruments of his own design to meet the needs of his customers. By the end of that first year, however, he had a licensing arrangement with Shell Development enabling him to manufacture and sell some half-dozen instruments of their design. Included in this first license were the Color Alarm, Initial Boiling Point Analyzer and the Ice Point Bath. In 1953 Shell added four more instruments to our license, one of which was the Resistotrol which we still sell in a modified form. They added the Microviscometer and the Jet-Stir Impeller to our line in 1955, and we started manufacturing the Acid Analyzer on the Tide-water Oil Design that same year. In 1957 we added only the Thermograf and the Null Head Indicator, but in 1959 the Thermotrol, Continuous Viscometer, End Point Recorder, Ebullimeter, Deltatherm, Ultraviolet Analyzer and Kinetic Vapor Pressure Recorder Controller were all included in our licenses. The last group of instruments that we have manufactured and sold were added in 1960. These were the Thermodyne, In-Line Filter, Extensometer and Macrocombustion Apparatus.

We have in the past two years acquired licenses for several new instruments from Shell, Sun Oil and Texaco; however, considerable engineering work will be required before they are ready for production.

Our instruments which sell in the greatest quantity at present are temperature controllers (Thermotrol, Thermodyne and Resistotrol). We shipped 362 of these units last year. Our analyzer most in demand is the Continuous Viscometer which has the distinction of bringing in more money each year than any other instrument. Last year we sold 40 of them. Our present product line numbers about 34 instruments, 21 of which we sell in quantities of six or more per year. The others are custom built instruments from a basic design, and we may sell only one or two a year.

Next month we'll write about our medical instruments and some others of our own design.

Locked Doors! It appears that many of us have been using the company facilities as a weekend hobby shop, and not enough of us have been careful about locking doors when we left, so they put chain bolts on all of the back and side doors and everybody who comes and goes after hours must use the front door and sign the register. We trust that this will accomplish the purpose of "locking the barn door before the horse is stolen."

Ozalid Machine??? We're still waiting! Our new Ozalid machine arrived, but poor planning on the part of the trucking company left the driver with no equipment to get it off of the truck. With the idea in mind of taking it back to the depot and transferring it to a truck with a power tail-gate, the driver started off; however, while rounding a corner (you know what's coming) he heard the unmistakable thud of the machine falling over in the truck (must have failed to secure it). The apparent damage was minor, but the machine is being sent back to the Ozalid company for a complete check and repair and should be delivered within two weeks. In the meantime, the old faithful army surplus model in the engineering department is still in semi-operation.

Congratulations! Tickets are available for the production "Deborah Joan Hale", and quite a production she is, according to proud father Tom. She was born on January 14 weighing 7 pounds 13 ounces, and it looks like she is going to have red hair, blue eyes and "Oh, that Irish smile" just like her dad. Marilyn has everything under control and found that the best way to keep things quiet was to send Tom to work and tell him not to worry about anything. Congratulations to all three of you and grandma!

Iron Constitution! Walter Brugmann is the only employee who was neither absent from work nor late on the job all last year. In fact, we may be wrong, but we don't remember his ever being sick since he came to work here six years ago. We can't account for his good health, but this business of getting to work on time is just plain old Teutonic planning at it's best.

Staff Changes. Carol Clark has gone to work for Kaiser. Her replacement in the accounting department is Mrs. Virginia Carpenter. Charlene Lewis has left to work for Gilliland Company. Our new billing clerk is Mrs. Betsy Randolph. Bill Breyer has left to open a Northern California branch for Ward Associates, manufacturers' representatives with their main office in Pasadena. His job of applications engineer for the sales department will be handled by Arthur Alston. The job of writing operating instructions is now Mrs. Flossie Sheehan's.

The new intercom system has been installed and the ten people connected on it are having fun pushing buttons on their telephones. It has relieved the switchboard of enough interruptions that I am getting about twice as much done every day. Witness, this copy of the Hi-Lights is only 6 days late, and the Revised Policy Manual for employees should be distributed within a week. Three Cheers!

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